

Business Opportunities with Network Prosthetics Office Network 21

*Mr. Scott Grimmatt
Chief, Prosthetics Service
November 16-19, 2015*

Scott Grimmett

Chief, Prosthetics & Sensory Aids

VA Sierra Nevada Health Care System

Mr. Grimmett currently serves as the Chief, Prosthetics & Sensory Aids Service for VA Sierra Nevada Health Care System. Prior to joining the Veterans Health Administration in 1995, Mr. Grimmett served on active duty with the United States Army for over nine years, then as part of the Army Reserve and National Guard until retiring in 2013. In 2006 he deployed to Iraq in support of Operation Iraqi Freedom. Since joining VHA, he has served in various capacities in the Logistics arena at four different facilities. In 2011, he crossed over into Prosthetics Service and assumed his current position in 2013. As part of the VISN 21 Prosthetics & Sensory Aids Workgroup, he works closely with the other facilities within the network in development of pertinent contracts needed for Prosthetics & Sensory Aids Service.

San Francisco VA Medical Center
San Francisco, CA



VA Palo Alto Health Care System
Palo Alto, CA



VA Northern California
Health Care System, Sacramento, CA



VA Sierra Nevada
Health Care System, Reno, NV



VA Central California
Health Care System, Fresno, CA



VA Sierra Pacific Network (VISN 21) Health Care Systems

VA Pacific Islands
Health Care System, Honolulu, HI

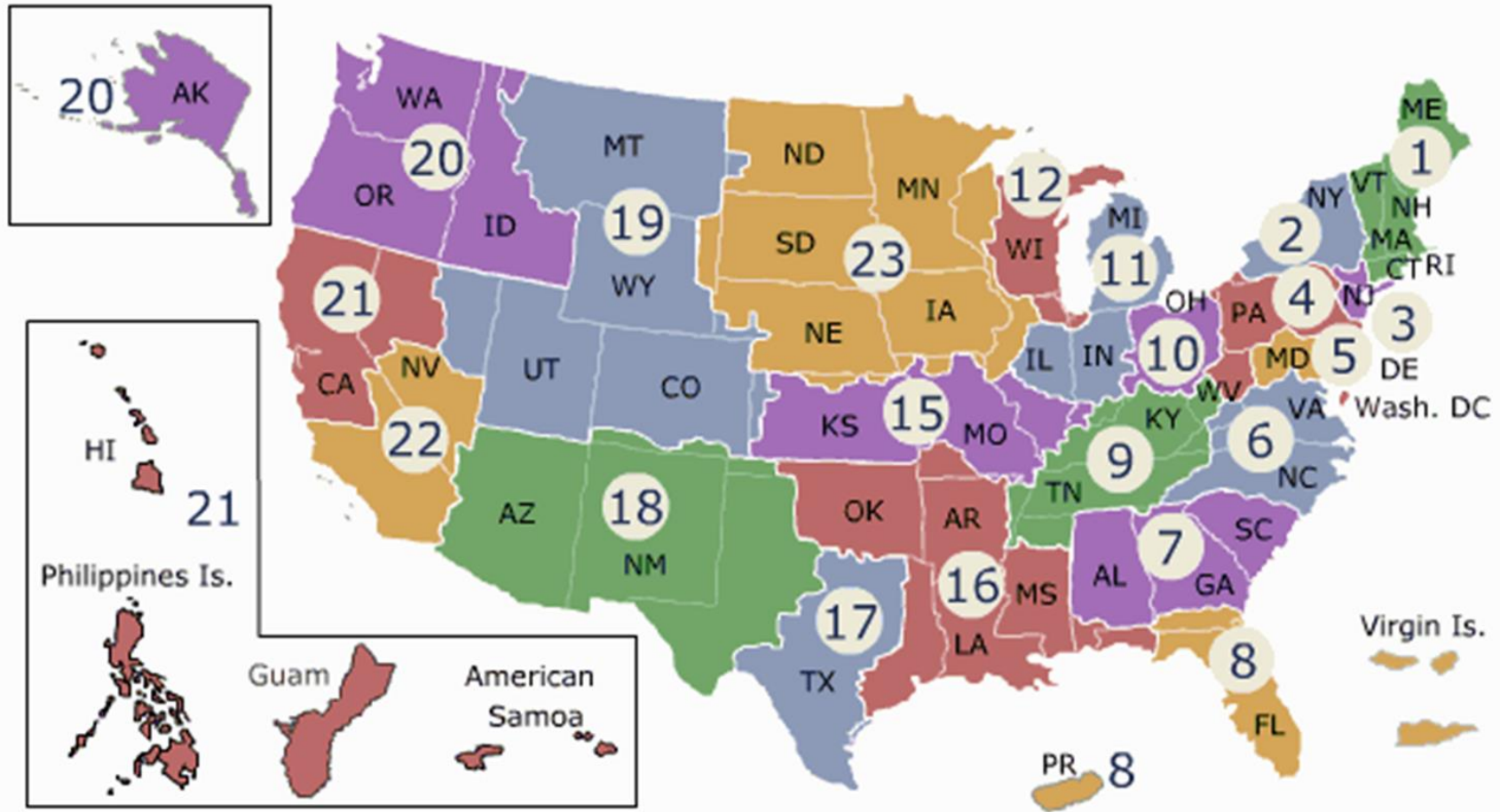


VA Outpatient Clinic, Manila, Philippines



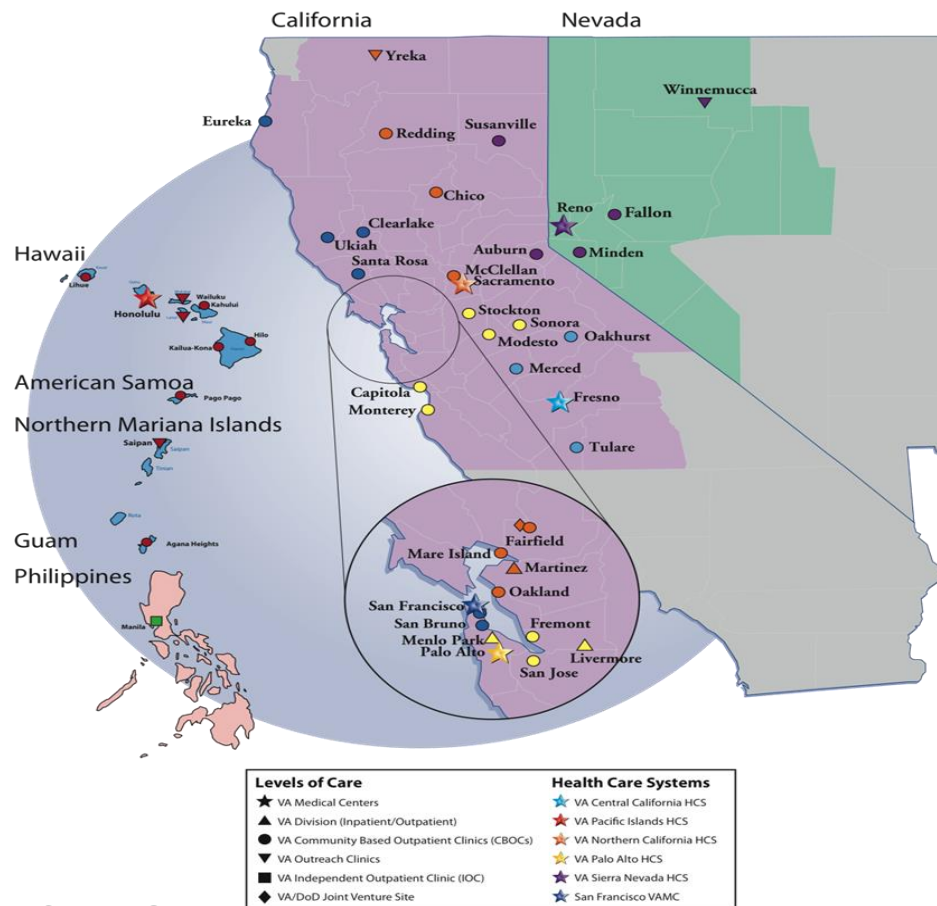
The VA Sierra Pacific Network is one of 21 Veterans Integrated Service Networks in the Veterans Health Administration (VHA). It serves 1.2 million Veterans residing in Northern and Central California, Northern Nevada, Hawaii, the Philippines, and several Pacific Islands including Guam and American Samoa.

Veterans Health Administration Veterans Integrated Service Network



VA Sierra Pacific Network (VISN) 21 Sites of Care

VA Sierra Pacific Network (VISN 21) Sites of Care



Acquisitions and Contractual Authority

Acquisitions and contractual commitments can only be made by Government officials having expressed authority to enter into such agreements on behalf of the United States Government. The ONLY Government officials with such authority are Warranted Contracting Officials.

Any discussions of contractual requirements do not constitute contractual direction or authorization of any kind. Future contractual directions, if ANY, shall ONLY come from the cognizant Department of Veterans Affairs Warranted Contracting Officer.

NCO 21 Contracting Program

What Does NCO 21 Commonly Purchase?

- Pharmaceuticals and medical and surgical supplies
- Perishable subsistence
- Equipment, supplies, and materials for facility operation
- Maintenance and repair of medical and scientific equipment
- Building construction, maintenance, and repair
- Architect & Engineer services
- Prosthetic and orthopedic aids
- Medical gases
- Leasing
- Medical staffing and temporary help services

How Does VISN 21 Purchase Needs for the Hospital?

- Prime Vendor Programs
 - Medical Surgical
 - Pharmaceutical
 - Subsistence
- Federal Supply Schedule Contracts (www.fss.gsa.gov)
- National and Local Blanket Purchase Agreements
- Ability One
- VISN, Regional, or Local IDIQs
- Open Market Sources (www.fbo.gov)

How does VISN 21 Buy IT Requirements?

- VA Technology Acquisition Center (TAC) - over \$150K
- VISN 21 IT Product Line Team - Regional Buys (under \$150K)
- NASA Solutions for Enterprise-Wide Procurement (SEWP) (www.sewp.nasa.gov) Mandatory Use – for IT products and product based services
- Government wide Acquisition Contracts (VETS-GWAC) (www.gsa.gov/vetsgwac) - Preferred Acquisition Method
- Federal Supply Schedule Contracts (www.fss.gsa.gov)
- Open Market Sources (www.fbo.gov)

FY 2015 Socio-economic Goals

*as of October 5, 2015

Category	Secretary's Goals	VISN 21 Accomplishments
Small Business	42%	47%
Small Disadvantaged Bus. Including 8 a	5%	15%
Women-Owned SB	5%	15%
Veteran-Owned SB	12%	24%
Service-Disabled Veteran-Owned Small Business	10%	12%
HUBZone Small Business	3%	8%

FY 2015 Socio-economic Goals

Dollars Spent

Total Small Business Eligible Dollars	\$587M	
HubZone	\$49M	
Small Business	\$275K	
SDVOSB	\$132K	
VOSB	\$142K	
Small Disadvantaged Business	\$88M	
Women-Owned SB	\$87M	

How Can You Help Us and Improve Your Chances of Contract Awards?

- Take Advantage of Service-Disabled Veteran-Owned & Veteran-Owned – PL 109-461 Status (Must be verified by the VA)
- Register in System for Award Management (SAM.gov)
- 8(a) Certification
- HuBZone Certification
- Seek Prime Vendor and Federal Supply Schedule (FSS) Contracting Opportunities
- Accept Government Purchase Cards
- Provide Competitive Pricing
- Take Advantage of Local Resource Centers for Free Assistance:
 - SBA: www.sba.gov
 - Procurement Technical Assistance Center (PTAC): www.aptac-us.org
 - Veterans' Business Outreach Center (VBOC): www.vboc.org
 - Minority Business Development Agency (MBDA): www.mbda.gov

VA Hierarchy of Small Business Programs (Open Market Acquisitions*)

According to VAAR 819.7004 Contracting Order of Priority:

- (a) Service-Disabled Veteran-Owned Firms **
- (b) Veteran-Owned Firms **
- (c) HubZone Firms and 8(a) Participants (Same Level)
- (d) All Other Firms (Including General Small Business)

*Not Applicable to FAR Part 8 (Required Sources of Supplies and Services) Acquisitions

**All veteran-owned businesses must be registered in Vetbiz.gov and verified by VA per Public Law 109-461.

VA's Public Law 109-461 Verification Program

- Contact Center for Veterans Enterprise for information about the verification program
 - email: VACVE@va.gov
 - phone: (202)303-3332
- Information and application forms are also available at these sites:
 - VetBiz.gov: www.VetBiz.gov
 - Office of Small & Disadvantaged Business Utilization: www.va.gov/OSDBU/

NCO 21 Opportunities Forecast 2016-2017

www.vendorportal.ecms.va.gov/eVP/fco/FCO.aspx

Requirement	Description	Anticipated parameters (e.g., use of particular contracting vehicles)	Anticipated date needed	Range of Value \$
Service (VISN Wide)	Home Oxygen Services	Open Market	2016 Q2	\$150K-5M
Service (VISN Wide)	Durable Medical Services	Open Market	2016 Q2	\$150K-5M
Service (VISN Wide)	Orthotic and Prosthetic Services	Open Market	2016 Q2	\$150K-5M
Supply (National by SAC)	Rollators	Open Market	2016 Q2	Unknown

VISN 21 Prosthetics Team Points of Contact

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- Paul Santos, Chief Prosthetics Fresno – paul.santos@va.gov
- Louis Givens, Acting Chief Prosthetics Palo Alto – louis.givens2@va.gov
- Aaron Williams, Chief Prosthetics Hawaii – aaron.williams3@va.gov
- Nick Kluch, NCO 21, Prosthetic Branch Chief – nicholas.kluch@va.gov



“To care for him who shall have borne the battle and for his widow and his orphan”

- Abraham Lincoln



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by Design*

